

Digital Cinema : A Banker's Perspective

Financing alternatives:

- ***Lease finance vs. Debt:*** Benefits of lease lower cost and legal ownership of equipment.
- ***Finance lease vs. operating lease:*** Who should take the residual value risk i.e. need to assess technology risk and economic life expectations.
- ***Deal specifics:*** Pricing, term of facility depends on credit quality of counterparties and size of contract.

Digital Cinema : A Banker's Perspective

The RBS approach

- **Focus on Customer Requirements:** Work with client to develop tailored solutions.
- **Ability to Manage Complex Issues:** Key to success will be to work closely with all parties (exhibitor, distributor, supplier and financier) to agree transparent risk sharing matrix.
- **Flexibility:** Important to adopt flexible approach, which allows for changing circumstances during the roll out period.
- **Deliverability:** Need to actively manage the whole process to ensure timetable for roll out programmes can be met.

Digital Cinema : A Banker's Perspective

Contact Details

- **Alastair Tyler** Tel: 00.44.(0)20.7085.3286
E-mail: alastair.tyler@rbos.com
- **Patricia Jackson** Tel: 00.44 (0)20 7085.3195
E-mail: patricia.jackson@rbos.com